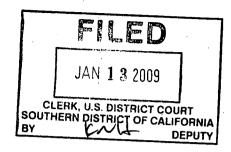
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Attorneys for Plaintiff LISA McCONNELL, INC., d.b.a. IMAGE ONE

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UNITED STATES DISTRICT COURT

SOUTHERN DISTRICT OF CALIFORNIA

Case No.: 09 CV 0 061 IFG AJB LISA McCONNELL, INC., d.b.a. IMAGE) ONE, a California Corporation, **COMPLAINT FOR:** Plaintiff. (1) COPYRIGHT INFRINGEMENT UNDER 17 U.S.C. §101, et. seq.; (2) VICARIOUS COPYRIGHT INFRINGEMENT: (3) CONTRIBUTORY COPYRIGHT IDEARC, INC., doing business as IDEARC) **INFRINGEMENT; AND** (4) FALSE DESIGNATION OF ORIGIN UNDER SUPERPAGES.COM MEDIA, SECTION 43(a) OF THE LANHAM ACT, VERIZON YELLOW PAGES corporation; IDEARC MEDIA CORP., 15 U.S.C. § 1125(a) (5) UNFAIR COMPETITION (CALIF. BUSINESS corporation; IDEARC MEDIA SALES) & PROFESSIONS CODE 17200 ET SEQ.) WEST, INC., a corporation; IDEARC) MEDIA SERVICES - WEST, INC., a) corporation; V E R I Z O N) COMMUNICATIONS, INC., a corporation;) [PLAINTIFFS DEMAND JURY TRIAL PER VERIZON YELLOW PAGES COMPANY,) F.R.C.P. 381 a corporation; and DOES 1 through 10, inclusive, Defendants.

Plaintiff LISA McCONNELL, INC., d.b.a. IMAGE ONE (hereinafter referred to as "Plaintiff" or "IMAGE ONE") alleges against the above-named Defendants as follows:

NATURE OF ACTION

- 1. This is an action for copyright infringement under the Copyright Act of 1976, 17
- 27 U.S.C. §§ 101, et seq.; for trademark infringement under Section 43(a) of the Lanham Act, 15

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U.S.C. 1125(a); for unfair business practices under California Business & Professions Code section 17200; and for related counts thereto.

JURISDICTION

Jurisdiction is proper in this Court in that there is in issue a federal question concerning the infringement of various copyrights and trademarks, and a related state law cause of action for unfair competition and other unfair business practices, by virtue of 28 U.S.C. §§ 1331, 1338 and 1367.

VENUE

2. Venue in this action properly lies in the Southern District of California under 28 U.S.C. §§ 1391 and 1400(a) in that the defendants are believed to reside in this judicial district as defined by Section 1391(c), and in that a substantial part of the events or omissions giving rise to the claim occurred in the Southern District of California, where the Defendants have published infringing advertisements and have derived significant income from advertisement sales to the public related to the infringement claims at issue herein.

THE PARTIES

- 3. Plaintiff, IMAGE ONE, is, and at all times herein mentioned was, a California corporation duly organized and existing under and by virtue of the laws of the State of California with its principal place of business in the City of San Diego, County of San Diego, State of California.
- 4. Plaintiff is informed and believes, and based thereon alleges, that Defendants, and each of them, are and all times herein mentioned were, corporations duly organized and existing under and by virtue of the laws of the State of Delaware and were duly authorized to conduct business in the State of California, except that, on information and belief, defendant IDEARC, INC. is not authorized to do business in the State of California except through its defendant subsidiaries, and except that defendant VERIZON YELLOW PAGES COMPANY is no longer an active corporation. Hereinafter all named Defendants will be collectively referred to as "Defendants". On information and belief, all of the Defendants named herein have engaged in business within this judicial district related to the copyright infringing advertising in issue herein. Defendant IDEARC,

INC. was formed by VERIZON COMMUNICATIONS, INC. and VERIZON YELLOW PAGES, INC. on or about November 17, 2006 and, since that time, IDEARC, INC. and its subsidiaries have published yellow pages directories for VERIZON COMMUNICATIONS, INC. as its agent. On information and belief, Defendants IDEARC, INC., in turn, formed Defendants IDEARC MEDIA CORP., IDEARC MEDIA SALES WEST, INC., and IDEARC MEDIA SERVICES - WEST, INC., each of which participated in the sales of yellow pages advertising, design and preparation of such advertising, and publishing of yellow pages advertising, as the agent of VERIZON COMMUNICATIONS, INC. and otherwise.

DEMAND FOR JURY TRIAL

5. Plaintiffs demand a jury trial.

BACKGROUND FACTS

- 6. Since 1993, IMAGE ONE has created and published unique and original images and composites, including advertisement templates, graphic designs, text and artwork, intended for use as a business.
- 7. IMAGE ONE pioneered and defined a new niche in the advertising industry in 1993. By combining high-end three-dimensional graphic art in yellow page advertising, IMAGE ONE created a new type advertisement in an old and familiar medium. These unique advertisements created by IMAGE ONE are the subject of this Complaint (herein after referred to as the "Subject Works.").
- 8. IMAGE ONE produces these high-end graphics for customers seeking to advertise by unique advertisements in the yellow page telephone directories and yellow pages websites. Utilizing original IMAGE ONE artwork and in a few instances, innovative and new derivations of images licensed to IMAGE ONE, IMAGE ONE creates new and original artwork to develop unique and distinct images which it then incorporates into templates for use in advertising.
- 9. IMAGE ONE, in the creation of its innovative advertisements, developed a new market in the yellow page advertising industry. Since IMAGE ONE's inception, any new competitors in this market have consistently looked to IMAGE ONE's artwork as the industry standard upon which all other work is measured.

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- 10. The superior quality of IMAGE ONE's original and innovative artwork and its revolutionary impact on the yellow page industry is reflected in an independent study conducted by the Wharton School of Business on the impact of certain yellow pages designs in generating customer responses.
- 11. IMAGE ONE has complied in all respects with the copyright laws of the United States of America, Title 17 U.S.C. §§ 101, et seq. IMAGE ONE has secured the exclusive rights and privileges to the copyrights in approximately 451 templates and individual advertisements by properly registering the same with the United States Copyright Office as of the date of this Complaint. IMAGE ONE is in the process of registering, and plans to register, additional templates and individual advertisements which are also the subject of this action in view of Defendants' continuing acts of infringement. All such registered templates and individual advertisements are hereinafter referred to as "Registered Works." IMAGE ONE has certificates of registration from the United States Copyright Office or holds copies of the registration forms with proof of mailing to United States Copyright Office for all of the Registered Works. Attached as Exhibit "1" to the Notice of Lodgment filed concurrently herewith is a true and correct copy of a list identifying the templates and individual advertisements registered by IMAGE ONE with the United States Copyright Office.
- 12. IMAGE ONE currently is, and at all times relevant hereto was, the sole owner of all right, title, and interest in and to the copyright in the Subject and Registered Works. IMAGE ONE has produced and distributed the Subject and Registered Work in strict conformity with the provisions of the Copyright Act of 1976 and all other laws governing copyright.
- 13. IMAGE ONE's work circulates throughout the country in numerous phone books and on related internet yellow pages websites, giving Defendants access to IMAGE ONE's work. Many third parties acquire advertisements from IMAGE ONE which are then submitted to Defendants by IMAGE ONE for legitimate display and distribution. Defendants consequently had access and an opportunity to copy Plaintiff's work.
- 14. In a prior copyright infringement action, IMAGE ONE filed suit against Defendants' predecessors in interest GTE Directories Corporation and its subsidiaries ("GTE"); and Bell

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Atlantic Directory Services, Inc. and Bell Atlantic Yellow Pages Company (subsequently known as Verizon Directory Services, Inc. and Verizon Yellow Pages Company) ("Bell Atlantic/Verizon") in actions known as-United States District Court, Southern District of New York Case No. 00 Civ. 0181 (GEL) and as United States District Court, Southern District of California, Case No. 97-CV-1259 JM (CGA). The parties to said civil actions entered into confidential settlement agreements, and said predecessors in interest took a temporary license from Image One, giving Defendants time to remove Plaintiff's images from Defendants' directories. Said license expired more than four years prior to the filing of this Complaint. However, Defendants have continued to infringe, or have resumed infringing, Plaintiff's copyrights by copying the protected work.

- IMAGE ONE has reviewed a sampling of Defendants' paper telephone directories 15. and yellow pages websites for the years 2006 through 2008 and determined that Defendants have been publishing advertisements which IMAGE ONE believes, and based thereon alleges, infringe on IMAGE ONE's Registered Works (hereinafter referred to as "Infringing Works"). (Attached collectively as Exhibit "2" to the Notice of Lodgment filed concurrently herewith are true and correct copies of the Infringing Works.)
- To date IMAGE ONE has only been able to obtain only a small percentage of the 16. Defendants' approximately 3,600 directories and yellow pages websites that were published by Defendants during the years 2006, 2007 and 2008. IMAGE ONE is informed and believes, and based thereon alleges, that based on the infringements found to date, there are at least 2,400 infringements based on the projection of .69 infringements per paper directory, including Infringing Works that remain undiscovered from the books that still need to be reviewed, with additional infringements on the aforementioned yellow pages websites.
- The Infringing Works published by Defendants have appeared in telephone 17. directories published throughout the United States and on the internet. IMAGE ONE is informed and believes, and based thereon alleges, that since at least as early as 2006, 2007 and 2008, Defendants have been reproducing, distributing, promoting and offering for sale, illegal and unauthorized copies of the Infringing Works.

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- 18. IMAGE ONE is informed and believes, and based thereon alleges, that Defendants knowingly and willfully copied certain images of IMAGE ONE's Subject Works. IMAGE ONE is further informed and believes, and based thereon alleges, that Defendants copied the Subject and Registered Works for the specific purposes of infringing IMAGE ONE's copyrights and selling illegal and unauthorized copies of the Subject and Registered Works. Attached hereto collectively as Exhibit "3" to the Notice of Lodgment filed concurrently herewith are just a few examples of infringing advertisements created by Defendant. The image on the left are the Defendants' infringements and the images on the right are IMAGE ONE Registered Works.
- IMAGE ONE has identified three distinct types of infringing advertisements allegedly published by Defendants. IMAGE ONE has categorized these types of infringements as Types A, B, and C for the purposes of this litigation. Type A infringements are advertisements published by Defendants for businesses who are not IMAGE ONE clients and which unlawfully use IMAGE ONE's Registered Work. (See, Exhibit "4" to the Notice of Lodgment filed concurrently herewith.) Type B infringements are advertisements that were created by IMAGE ONE for a client, but which have been illegally altered and republished by Defendants. (See, Exhibit "5" to the Notice of Lodgment filed concurrently herewith.) Type C infringements are advertisements which utilize IMAGE ONE's Registered Work without permission by IMAGE ONE clients who have purchased a different template. (See, Exhibit "6" to the Notice of Lodgment filed concurrently herewith.) These Type C infringements are not well done and thus harm IMAGE ONE's reputation and drastically reduce IMAGE ONE's business.
- IMAGE ONE is informed and believes, and based thereon alleges, that Defendants 20. are attempting to pass their advertisements off as if they are IMAGE ONE's in a manner calculated to deceive IMAGE ONE's customers and members of the general public. Defendants have copied the artwork in IMAGE ONE's copyrighted advertisements in an effort to make Defendants' infringing products confusingly similar to IMAGE ONE's.
- 21: The natural, probable and foreseeable result of Defendants' wrongful conduct has been to deprive, and it will continue to deprive, IMAGE ONE of the benefits of selling IMAGE ///

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27 28 ONE's Subject Works and its other products, to deprive IMAGE ONE of good will, and to injure IMAGE ONE's relations with present and prospective customers.

- IMAGE ONE is informed and believes, and based thereon alleges, that it has lost, 22. and will continue to lose, substantial revenues from the sale of the Subject and Registered Works and other products and will sustain damages as a result of Defendants' wrongful conduct and production and sale of the infringing advertisements. Defendants' wrongful conduct has also deprived and will continue to deprive IMAGE ONE of opportunities for improving the value of its goodwill.
- IMAGE ONE is informed and believes, and based thereon alleges, that unless 23. enjoined by this Court, Defendants intend to continue their course of conduct and to wrongfully use, infringe upon, sell and otherwise profit from IMAGE ONE's copyright protected artwork and works derived from it.
- As a direct and proximate result of the acts alleged above, IMAGE ONE has already suffered irreparable damage and has suffered lost profits. IMAGE ONE has no adequate remedy at law to redress all of the injuries that Defendants have caused and intend to cause by their conduct. IMAGE ONE will continue to suffer irreparable damage and sustain loss of profits until Defendants' actions alleged above are enjoined by this Court. In addition, as the direct and proximate result of the acts alleged above, Defendants, and each of them, have received profits resulting from their reduced costs in that they have failed to make payment to IMAGE ONE for the use of IMAGE ONE's work; and from increased sales in that they have held out said work as Defendants' own property and work thereby directing advertising traffic directly to Defendants that otherwise would have gone to Plaintiff and to yellow pages publishers including but not limited to Defendants; and otherwise. In addition, Plaintiff has lost profits in that Plaintiff's business would have expanded its market greatly if Plaintiff had been able to offer Plaintiff's services as the unique source nationwide for Plaintiff's protected work, whereas Plaintiff has been unable to do so due to Defendants' offering Plaintiff's work as if it were Defendant's own work available without compensation to the artist, thereby causing harm to the reputation and market value of Plaintiff's work.

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COUNT I

(Copyright Infringement)

- 25. IMAGE ONE incorporates by reference paragraphs 1 through 24 herein above as though the same were set forth in full herein.
- 26. IMAGE ONE produces high-end graphic advertisements for customers seeking to advertise through the yellow page telephone directories and yellow pages internet sites. These advertisements constitute IMAGE ONE's Subject and Registered Works.
- 27. The Subject and Registered Works are original creations expressed in artwork that is the exclusive and copyrighted property of IMAGE ONE. All copies, or derivations therefrom, are produced either directly by IMAGE ONE itself or, alternatively, under its authority or license. All such work has been published in conformity with the provisions of the Copyright Act, 17 U.S.C. § 101, et seq.
- 28. The Infringing Works thus far identified by IMAGE ONE have harmed IMAGE ONE's business reputation and drastically depleted its profits. In most cases, the Infringing Works consist of scanned copies or derivations of original IMAGE ONE artwork that fall well below the quality of the original work from which the illegal advertisements were taken. These poor reproductions have upset some of IMAGE ONE's current clients, and have caused IMAGE ONE to lose repeat business as well as new and potential clients that often mistakenly believe Defendants' advertisements are original IMAGE ONE artwork.
- 29. IMAGE ONE is informed and believes, and based thereon alleges, that Defendants knowingly and willfully copied IMAGE ONE's Subject and Registered Works. IMAGE ONE is further informed and believes, and based thereon alleges, that Defendants copied the Subject and Registered Works for the specific purpose of infringing IMAGE ONE's copyrights and selling illegal and unauthorized copies of the Subject and Registered Works.
- 30. IMAGE ONE's work circulates throughout the country in phone books published by many different publishers, including Defendants' phone books. As such, Defendants have ready and easy access to IMAGE ONE's artwork.

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31. Defendants' conduct infringes IMAGE ONE's exclusive copyrights in its original artwork in direct violation of the Copyright Act of 1976, 17 U.S.C. § 101, et seq.

- 32. As a direct and proximate result of Defendants' wrongful acts alleged above, IMAGE ONE seeks actual damages to compensate it for the loss of profits that Defendants have caused; to compensate it for the loss to the reputation and market value of Plaintiff's work that Defendants have caused; and to require Defendants to disgorge and turn over to Plaintiff all of the profits that Defendants have made as a result of their reduction in cost by virtue of having failed to compensate Plaintiff for Plaintiff's work. To date IMAGE ONE has discovered 12 advertisements published by Defendants that are in violation of IMAGE ONE's Registered Works. For these discovered infringements, on information and belief, and for purposes of this Complaint, Defendants have gained an estimated \$600,000.00 in profits while IMAGE ONE has lost at least \$36,000.00 in revenue for a total of \$636,000.00 in damages. Based upon information and belief, in view of the small percentage of Defendants' ads that IMAGE ONE has yet reviewed, IMAGE ONE alleges that there were an estimated 2,484 additional violating advertisements that IMAGE ONE has not yet discovered, bringing the total to 2,496 estimated violating ads. IMAGE ONE is informed and believes, and based thereon alleges, the actual damages for the estimated 2,496 violating ads will be \$132,288,000.00.
- Alternatively, as a direct and proximate result of the acts alleged above, IMAGE 33. ONE may instead elect to seek statutory damages under 17 U.S.C. § 504(c), in lieu of actual damages, to compensate it for the loss of profits that Defendants have caused based on Defendants' infringement of IMAGE ONE's federally registered works. To date IMAGE ONE has discovered 12 advertisements which entitle IMAGE ONE to statutory damages recovery. For each of the statutory violations IMAGE ONE respectfully asserts that it is entitled to \$150,000.00 per violation due to the willful nature of Defendants' infringement. The total statutory damages claimed on the 12 advertisements discovered by IMAGE ONE to date is thus \$1,650,000.00. Based upon the fact that IMAGE ONE, to date, has only viewed a small percentage of Defendants' total yellow pages books and internet ads, based upon information and belief, IMAGE ONE alleges that a total of approximately 2,484 additional advertisements remain undiscovered by IMAGE ONE, of which

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an approximate 2,484 advertisements are in violation of IMAGE ONE's federally registered artwork and will qualify for statutory damages. Accordingly, IMAGE ONE is informed and believes, and based thereon alleges, the damages for these undiscovered federally registered advertisements will total in excess of \$372,600,000.00, bringing the total damages to \$374,250,000.00.

- 34. In addition to statutory damages or actual damage and lost profits, IMAGE ONE is entitled to the recovery of attorney's fees for the collection of its damage claim pursuant to 17 U.S.C. § 505.
- 35. Finally, as a result of Defendants' acts, IMAGE ONE has suffered, and continues to suffer, irreparable harm and injury as a result of Defendants' conduct as it did not benefit from the sale of these designs. In many cases the poor quality of the reproductions produced an advertisement appearing far below IMAGE ONE's standards and is reflecting negatively on its products and services. Accordingly, IMAGE ONE has no adequate remedy at law, and is entitled to an injunction restraining Defendants, their officers, directors, agents, employees, representatives, and all persons acting in concert with them, from engaging in further acts of infringement of IMAGE ONE's original artwork.

WHEREFOR, Plaintiff prays for judgment as set forth below.

COUNT II

(Vicarious Copyright Infringement)

- 36. IMAGE ONE incorporates by reference paragraphs 1 through 35 herein above as though the same were set forth in full herein.
- 37. IMAGE ONE is informed and believes, and based thereon alleges, that where Defendants did not directly engage in conduct that amounted to the unauthorized exploitation of IMAGE ONE's copyrighted works, Defendants were given and received infringing copies or derivations of IMAGE ONE work that was impermissibly reproduced by Defendants' advertising clients.

- 38. By publishing the infringing copies of IMAGE ONE's copyrighted works in its yellow page directories that Defendants received from its advertising clients, Defendants possessed the right and ability to supervise further infringing conduct by its advertising clients which occurred through the publication of said directories.
- 39. Defendants further had, and continue to have, an obvious and direct financial interest in the exploitation of IMAGE ONE's copyrighted materials insofar as Defendants have a direct financial interest in the publication of advertisements that Defendants prepare for their clients.
- 40. Defendants' conduct vicariously infringes IMAGE ONE's exclusive copyrights in its original artwork in direct violation of the Copyright Act of 1976, 17 U.S.C. § 101, et seq.
- 41. As a direct and proximate result of Defendants' wrongful acts alleged above, IMAGE ONE seeks actual damages to compensate it for the loss of profits that Defendants have caused; to compensate it for the loss to the reputation and market value of Plaintiff's work that Defendants have caused; and to require Defendants to disgorge and turn over to Plaintiff all of the profits that Defendants have made as a result of their reduction in cost by virtue of having failed to compensate Plaintiff for Plaintiff's work. To date IMAGE ONE has discovered 12 advertisements published by Defendants that are in violation of IMAGE ONE's Registered Works. For these discovered infringements, Defendants have gained \$600,000.00 in profits while IMAGE ONE has lost \$36,000.00 in revenue for a total of \$636,000.00 in damages. Based upon information and belief, in view of the small percentage of Defendants' ads that IMAGE ONE has yet reviewed, IMAGE ONE alleges that there were an estimated 2,484 additional violating advertisements that IMAGE ONE has not yet discovered, bringing the total to 2,496 estimated violating ads. IMAGE ONE is informed and believes, and based thereon alleges, the actual damages for the estimated 2,496 violating ads will be \$132,288,000.00.
- 42. Alternatively, as a direct and proximate result of the acts alleged above, IMAGE ONE may instead elect to seek statutory damages under 17 U.S.C. § 504(c), in lieu of actual damages, to compensate it for the loss of profits that Defendants have caused based on Defendants' infringement of IMAGE ONE's federally registered works. To date IMAGE ONE has discovered

12 advertisements which entitle IMAGE ONE to statutory damages recovery. For each of the statutory violations IMAGE ONE respectfully asserts that it is entitled to \$150,000.00 per violation due to the willful nature of Defendants' infringement. The total statutory damages claimed on the 12 advertisements discovered by IMAGE ONE to date is thus \$1,650,000.00. Based upon the fact that IMAGE ONE, to date, has only viewed a small percentage of Defendants' total yellow pages books and internet ads, based upon information and belief, IMAGE ONE alleges that a total of approximately 2,484 additional advertisements remain undiscovered by IMAGE ONE, of which an approximate 2,484 advertisements are in violation of IMAGE ONE's federally registered artwork and will qualify for statutory damages. Accordingly, IMAGE ONE is informed and believes, and based thereon alleges, the damages for these undiscovered federally registered advertisements will total in excess of \$372,600,000.00, bringing the total damages to \$374,250,000.00.

- 43. In addition to statutory damages or actual damage and lost profits, IMAGE ONE is entitled to the recovery of attorney's fees for the collection of its damage claim pursuant to 17 U.S.C. § 505.
- 44. Finally, as a result of Defendants' acts, IMAGE ONE has suffered, and continues to suffer, irreparable harm and injury as a result of Defendants' conduct as it did not benefit from the sale of these designs. In many cases the poor quality of the reproductions produced an advertisement appearing far below IMAGE ONE's standards and is reflecting negatively on its products and services. Accordingly, IMAGE ONE has no adequate remedy at law, and is entitled to an injunction restraining Defendants, their officers, directors, agents, employees, representatives, and all persons acting in concert with them, from engaging in further acts of infringement of IMAGE ONE's original artwork.

WHEREFOR, Plaintiff prays for judgment as set forth below.

COUNT III

(Contributory Copyright Infringement)

45. IMAGE ONE incorporates by reference paragraphs 1 through 44 herein above as though the same were set forth in full herein.

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- 46. IMAGE ONE is informed and believes, and based thereon alleges, that where Defendants did not directly engage in conduct that amounted to the unauthorized exploitation of IMAGE ONE's copyrighted works, Defendants were given and received infringing copies or derivations of IMAGE ONE work that was impermissibly reproduced by Defendants' advertising In addition, Defendants VERIZON COMMUNICATIONS, INC. and VERIZON clients. YELLOW PAGES, on information and belief, entered into a contract with Defendant IDEARC, INC. (a VERIZON spin-off corporation) by which IDEARC, INC. and its defendant related entities provided, and continue to provide, telephone directories for VERIZON customers. In preparing such directories for VERIZON customers, IDEARC, INC. and its related entity defendants have continued to use infringing images previously used by VERIZON TELECOMMUNCATIONS, INC., VERIZON YELLOW PAGES, and their related entities, such that Defendants VERIZON COMMUNICATIONS, INC. continued to derive a profit from the copyright infringement performed by IDEARC, INC. and its related entity defendants. VERIZON TELECOMMUNICATIONS, INC. ("VERIZON") knew of the nature and copyright protection attributable to Plaintiff's work by virtue of the previously settled copyright infringement litigation mentioned above, and VERIZON thus had actual knowledge of the continued infringement after a expiration of the temporary license, and at the time when VERIZON spun off IDEARC, INC. Moreover, VERIZON therefor had actual knowledge sufficient to inform VERIZON that the IDEARC, INC. directories prepared for VERIZON under said contract, were infringing on Plaintiff's copyrights, and VERIZON continued to infringe on said copyrights by making use of the IDEARC directories prepared under contract for VERIZON customers.
- 47. Defendants knew or should have known that the unauthorized reproductions or derivations of IMAGE ONE's copyrighted works that Defendants received from their advertising clients were infringing works, and by furnishing the means and materials by which said work could be further infringed in Defendants' yellow page directories, Defendants induced, caused, and materially contributed to the infringing conduct of its advertising clients.
- 48. In furnishing the means and materials by which IMAGE ONE's copyrighted works could be impermissibly reproduced or altered in Defendants' yellow page directories, Defendants

- 49. Defendants further had, and continue to have, an obvious and direct financial interest in the exploitation of IMAGE ONE's copyrighted materials insofar as Defendants have profited from the publication of these advertisements it prepares on behalf of its clients, and in that VERIZON has profited from the delivery of the IDEARC, INC. directories to VERIZON customers, whether identified on the cover as VERIZON directories or otherwise.
- 50. Defendants' conduct contributorily infringes IMAGE ONE's exclusive copyrights in their original artwork in direct violation of the Copyright Act of 1976, 17 U.S.C. § 101, et seq.
- 51. As a direct and proximate result of Defendants' wrongful acts alleged above, IMAGE ONE seeks actual damages to compensate it for the loss of profits that Defendants have caused; to compensate it for the loss to the reputation and market value of Plaintiff's work that Defendants have caused; and to require Defendants to disgorge and turn over to Plaintiff all of the profits that Defendants have made as a result of their reduction in cost by virtue of having failed to compensate Plaintiff for Plaintiff's work. To date IMAGE ONE has discovered 12 advertisements published by Defendants that are in violation of IMAGE ONE's Registered Works. For these discovered infringements, Defendants have gained \$600,000.00 in profits while IMAGE ONE has lost \$36,000.00 in revenue of \$636,000.00 in damages. Based upon information and belief, in view of the small percentage of Defendants' ads that IMAGE ONE has yet reviewed, IMAGE ONE alleges that there were an estimated 2,484 additional violating advertisements that

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IMAGE ONE has not yet discovered, bringing the total to 2,496 estimated violating ads. IMAGE ONE is informed and believes, and based thereon alleges, the actual damages for the estimated 2,496 violating ads will be \$132,288,000.00.

- 52. Alternatively, as a direct and proximate result of the acts alleged above, IMAGE ONE may instead elect to seek statutory damages under 17 U.S.C. § 504(c), in lieu of actual damages, to compensate it for the loss of profits that Defendants have caused based on Defendants' infringement of IMAGE ONE's federally registered works. To date IMAGE ONE has discovered 12 advertisements which entitle IMAGE ONE to statutory damages recovery. For each of the statutory violations IMAGE ONE respectfully asserts that it is entitled to \$150,000.00 per violation due to the willful nature of Defendants' infringement. The total statutory damages claimed on the 12 advertisements discovered by IMAGE ONE to date is thus \$1,650,000.00. Based upon the fact that IMAGE ONE, to date, has only viewed a small percentage of Defendants' total yellow pages books and internet ads, based upon information and belief, IMAGE ONE alleges that a total of approximately 2,484 additional advertisements remain undiscovered by IMAGE ONE, of which an approximate 2,484 advertisements are in violation of IMAGE ONE's federally registered artwork and will qualify for statutory damages. Accordingly, IMAGE ONE is informed and believes, and based thereon alleges, the damages for these undiscovered federally registered advertisements will total in excess of \$372,600,000.00, bringing the total damages to \$374,250,000.00.
- 53. In addition to statutory damages or actual damage and lost profits, IMAGE ONE is entitled to the recovery of attorney's fees for the collection of its damage claim pursuant to 17 U.S.C. § 505.
- 54. Finally, as a result of Defendants' acts, IMAGE ONE has suffered, and continues to suffer, irreparable harm and injury as a result of Defendants' conduct as it did not benefit from the sale of these designs. In many cases the poor quality of the reproductions produced an advertisement appearing far below IMAGE ONE's standards and is reflecting negatively on its products and services. Accordingly, IMAGE ONE has no adequate remedy at law, and is entitled to an injunction restraining Defendants, their officers, directors, agents, employees, representatives,

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and all persons acting in concert with them, from engaging in further acts of infringement of IMAGE ONE's original artwork.

WHEREFOR, Plaintiff prays for judgment as set forth below.

COUNT IV

(False Designation of Origin Under Section 43(a) of the Lanham Act [15 U.S.C. §1125(a)])

- 55. IMAGE ONE incorporates by reference paragraphs 1 through 54 herein above as though the same were set forth in full herein.
- 56. IMAGE ONE creates high-end, inherently distinctive, three-dimensional yellow page advertisements custom tailored to their clients' needs. These yellow page advertisements are published in numerous telephone directories nationwide.
- 57. IMAGE ONE has expended considerable time, effort and sums of money developing, publishing and disseminating promotional artwork and advertising materials that exemplify the distinctiveness of its artwork as compared to the more generic, low quality yellow-page artwork that is prepared and produced in-house by the various large yellow page publishers throughout the United States.
- As a result of IMAGE ONE's activities and efforts in this regard, the yellow page advertisement industry and the public at large who purchase yellow page advertisements and artwork on a regular basis have come to identify the unique and distinctive configuration and trade dress associated with IMAGE ONE's business. Evidence of this association is supported by an independent study that was conducted by Gerald Lohse of the Wharton School of business in Pennsylvania, which concluded that IMAGE ONE artwork was four times more effective than a typical "Black and White" yellow page advertisement in its ability to generate customer responses compared to the standard advertisement produced elsewhere. As such, IMAGE ONE artwork has created a distinct visual and source identifying impression in the minds of yellow page advertising consumers to such a degree that this unique artwork has acquired secondary meaning associating it with IMAGE ONE's business.

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- 59. Defendants have willfully developed, produced, adapted and distributed to the public in this District and in other locations in the United States, promotional artwork and advertising materials—which appropriate IMAGE ONE's configuration, design and trade dress, which has consisted of modified yellow page advertisements, created by IMAGE ONE, for their clients, without the permission of IMAGE ONE. On many of these infringing advertisements Defendants have willfully left the IMAGE ONE copyright symbol in place. These modified advertisements are not representative of IMAGE ONE's quality work, and are in fact are poorly composed and printed, as such these advertisements could be viewed by the public as unprofessional work created by IMAGE ONE.
- 60. In addition, Defendants have willfully removed the IMAGE ONE copyright notation from some IMAGE ONE artwork and advertising materials, and have copied the IMAGE ONE designs while replacing the copyright notation with Defendants' own copyright notation, knowing that the work was in fact created and copyright protected by IMAGE ONE.
- 61. Defendants have willfully placed their versions of the IMAGE ONE artwork in interstate commerce, as they have reprinted and published yellow page advertisements for businesses throughout the country, in numerous phone books nationwide and in yellow pages websites on the internet. As such, Defendants have willfully passed-off IMAGE ONE artwork as their own, thereby misleading the public into believing that said artwork is titled to and originated with Defendants and/or their clients who purchased yellow page advertising space in Defendants' published directories.
- 62. Defendants' conduct has confused and is likely to confuse the public and violates 15 U.S.C. § 1125(a), popularly titled Section 43(a) of the Lanham Act.
- 63. As a direct and proximate result of Defendants' wrongful acts alleged above, IMAGE ONE seeks actual damages pursuant to Section 35 of the Lanham Act to compensate it for the loss of profits that Defendants have caused, including Plaintiff's lost profits, damages incurred as a result of the erosion of the market price for Plaintiff's work, loss of goodwill, and the expense of any corrective advertising that may be needed to counteract the damage and to mitigate future damages. To date, IMAGE ONE has discovered 12 advertisements published by Defendants that

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are in violation of IMAGE ONE's Registered Works. In addition, on information and belief, these discovered registered infringements Defendants have gained \$600,000.00 in profits, and Plaintiff seeks a determination of the full amount of Defendants' profits as a result of said trademark infringements, and an order determining the amount of Plaintiff's damages to include the disgorgement of the Defendants' profits obtained by the infringement. As stated above, based upon information and belief, IMAGE ONE alleges that approximately 2,484 additional violating advertisements remain undiscovered. IMAGE ONE is informed and believes, and based thereon alleges, the actual damages for the entire estimated 2,496 advertisements will total an estimated \$374,250,000.00.

- 64. In addition to actual damages and lost profits, IMAGE ONE seeks recovery of reasonable attorneys' fees and treble damages set forth under 15 U.S.C. § 1117 based on the information and belief that Defendants' conduct was willful and intentional.
- 65. Finally, as a result of Defendants' acts, IMAGE ONE has suffered, and continues to suffer, irreparable harm and injury as a result of Defendants' conduct as it did not benefit from the sale of these advertising designs. In many cases the poor quality of the reproduction produced an advertisement appearing far below IMAGE ONE's standards reflecting negatively on its products and services. As many of these designs still have the IMAGE ONE mark, the substandard quality of the reproduction negatively reflects on IMAGE ONE's otherwise quality product, thus harming IMAGE ONE's business reputation. Accordingly, IMAGE ONE has no adequate remedy at law, and is entitled to an injunction restraining Defendants, their officers, directors, agents, employees, representatives, and all persons acting in concert with them, from engaging in further acts of infringement, and from further commercially passing-off IMAGE ONE's Trademark, Tradename, Service Mark and/or Trade Dress as belonging to Defendants.

COUNT VI

(Unfair Competition Under California Business & Professions Code Section 17200)

66. IMAGE ONE incorporates by reference paragraphs 1 through 65 herein above as though the same were set forth in full herein.

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- 67. Defendants, and each of tem, engaged in unlawful, unfair and fraudulent business practices and deceptive, untrue and misleading advertising in selling advertisements to Defendants' customers that violated Plaintiff's copyright and in representing such advertisements to be the property of Defendants which Defendants further represented that they could sell to Defendants' purchasers. In thus unfairly, falsely and fraudulently representing Plaintiff's art work to be the property of Defendants, and in misappropriating the use of said art work without Plaintiff's consent, Defendants engaged in unfair business practices in violation of California Business & Professions Code section 17200, and Plaintiff so alleges on its own behalf and on behalf of the general public.
- 69. Accordingly, Plaintiff further seeks an order enjoining all such unfair business practices by Defendants, their directors and officers, agents, servants, employees, and all other persons in active concert of privity or in participation with them, pursuant to Business & Professions Code section 17203.
- 67. As the proximate result of said unfair competition in violation of California Business & Professions Code section 17200, Defendants have been unjustly enriched, and Plaintiff is entitled to restitution and disgorgement of all profits that Defendants obtained as a result of said unfair competition pursuant to Business & Professions Code section 17203, in the amount of \$374,250,000.00 or according to proof.

WHEREFOR, Plaintiff prays for judgment as set forth below.

COUNT VI

(Civil Conspiracy)

- 68. IMAGE ONE incorporates by reference paragraphs 1 through 67 herein above as though the same were set forth in full herein.
- 69. Plaintiff is informed and believes and thereon alleges that Defendants, and each of them, entered into an agreement under which said defendants, acting in concert, agreed to willfully or knowingly engage in the acts of copyright infringement, trademark infringement, and unfair competition alleged above.

- 70. The acts of Defendants, and each of them, were in furtherance of a conspiracy to violate a legal duty for their own personal financial gain.
- 71. Defendants had an independent duty to Plaintiff and all others similarly situated not to engage in said conduct and their conduct involves a conspiracy to violate a legal duty in furtherance of Defendants' financial gain.
- 72. Defendants at all times did the acts and things herein alleged pursuant to, and in furtherance of, the conspiracy and agreement alleged above.
- 73. As a proximate result of the wrongful acts of Defendants, and each of them, Plaintiff has been damaged as alleged hereinabove, in a sum according to proof, and seeks to recover said damages, attorney's fees, costs, and pre-judgment interest from the Defendants, and each of them, based upon said civil conspiracy.

WHEREFOR, Plaintiff prays for judgment as follows:

PRAYER FOR RELIEF

WHEREFORE, IMAGE ONE prays for judgment against Defendants, and each of them, as follows:

ON COUNT 1:

- 1. That the Court find Defendants have infringed IMAGE ONE's copyrights in the Subject Work;
- 2. That the Court find a substantial likelihood that Defendants will continue to infringe IMAGE ONE's copyrights in the Subject Works unless enjoined from doing so;
- 3. That Defendants, their directors and officers, agents, servants, employees, and all other persons in active concert of privity or in participation with them, be enjoined from directly or indirectly infringing IMAGE ONE's copyrights in the Subject Works or continuing to market, offer, sell, dispose of, license, lease, transfer, display, advertise, reproduce, develop or manufacture any works derived or copied from the Subject Work or to participate or assist in any such activity;
- 4. That Defendants, their directors and officers, agents, servants, employees, and all other persons in active concert of privity or in participation with them, be enjoined to return to IMAGE ONE any and all originals, copies, facsimiles, or duplicates of the subject work in their

- 5. That Defendants, their directors and officers, agents, servants, employees, and all other persons in active concert of privity or in participation with them, be enjoined to recall from all distributors, wholesalers, jobbers, dealers, retailers, and distributors and all others known to Defendants, any originals, copies, facsimiles, or duplicates of any work shown by the evidence to infringe any copyright of the Subject Work;
- 6. That Defendants be enjoined to deliver upon oath, to be impounded during the pendency of this action and destroyed pursuant to judgment herein, all originals, copies, facsimiles or duplicates of any work shown by the evidence to infringe any copyright in the Subject Work;
- 7. That Defendants be required to file with the Court and serve on IMAGE ONE, within 30 days after service of the Court's order as herein prayed, a report in writing under oath setting forth in detail the manner and form in which Defendants have complied with the Court's order;
- 8. That judgment be entered for IMAGE ONE and against Defendants for IMAGE ONE's actual damages according to proof, and for any profits attributable to infringements of IMAGE ONE's copyrights, in accordance with proof, in the sum of \$132,288,000.00 or according to proof;
- 9. That judgment be entered for IMAGE ONE and against Defendants for statutory damages based upon Defendants' acts of infringement, pursuant to the Copyright Act of 1976, 17 U.S.C. §§ 101 et seq, in the sum of \$374,250,000.00;
- 10. That Defendants be required to account for all gains, profits, and advantages derived from its acts of infringement and for their other violations of law;
- That all gains, profits and advantages derived by Defendants from their acts of infringement and other violations of law be deemed to be held in constructive trust for the benefit of IMAGE ONE, and that this Court order an accounting of all such gains, profits and advantages subject to said trust so as to order all such assets disgorged to the Plaintiff;
- 12. That IMAGE ONE have judgment against Defendants for IMAGE ONE's costs and attorneys' fees; and

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That the Court grant such other, further, and different relief as the Court deems 13. proper under the circumstances.

ON COUNTS II and III:

- That the Court find Defendants have vicariously and contributorily infringed IMAGE ONE's copyrights in the Subject Work by facilitating the direct infringement of the Subject Works engaged in by Defendants' advertising clients;
- 2. That the Court find a substantial likelihood that Defendants will continue to vicariously and contributorily infringe IMAGE ONE's copyrights in the Subject Works unless enjoined from doing so;
- That Defendants, their directors and officers, agents, servants, employees, and all other persons in active concert of privity or in participation with them, be enjoined from directly or indirectly infringing IMAGE ONE's copyrights in the Subject Works or continuing to market, offer, sell, dispose of, license, lease, transfer, display, advertise, reproduce, develop or manufacture any works derived or copied from the Subject Work or to participate or assist in any such activity;
- 4. That Defendants, their directors and officers, agents, servants, employees, and all other persons in active concert of privity or in participation with them, be enjoined to return to IMAGE ONE any and all originals, copies, facsimiles, or duplicates of the Subject Work in their possession, custody or control;
- 5. That Defendants, their directors and officers, agents, servants, employees, and all other persons in active concert of privity or in participation with them, be enjoined to recall from all distributors, wholesalers, jobbers, dealers, retailers, and distributors and all others known to Defendants, any originals, copies, facsimiles, or duplicates of any work shown by the evidence to infringe any copyright of the Subject Work;
- That Defendants be enjoined to deliver upon oath, to be impounded during the 6. pendency of this action and destroyed pursuant to judgment herein, all originals, copies, facsimiles or duplicates of any work shown by the evidence to infringe any copyright in the Subject Work;
- That Defendants be required to file with the Court and serve on IMAGE ONE, 7. within 30 days after service of the Court's order as herein prayed, a report in writing under oath

setting forth in detail the manner and form in which Defendants have complied with the Court's order;

- 8. That-judgment be entered for IMAGE ONE and against Defendants for IMAGE ONE's actual damages according to proof, and for any profits attributable to infringements of IMAGE ONE's copyrights, in accordance with proof, in the sum of \$132,288,000.00 or according to proof;
- 9. That judgment be entered for IMAGE ONE and against Defendants for statutory damages based upon Defendants' acts of infringement, pursuant to the Copyright Act of 1976, 17 U.S.C. §§ 101 et seq, in the sum of \$374,250,000.00;
- 10. That Defendants be required to account for all gains, profits, and advantages derived from their acts of infringement and for their other violations of law;
- 11. That all gains, profits and advantages derived by Defendants from their acts of infringement and other violations of law be deemed to be held in constructive trust for the benefit of IMAGE ONE, and that this Court order an accounting of all such gains, profits and advantages subject to said trust so as to order all such assets disgorged to the Plaintiff;
- 12. That IMAGE ONE have judgment against Defendants for IMAGE ONE's costs and attorneys' fees; and
- 13. That the Court grant such other, further, and different relief as the Court deems proper under the circumstances.

ON COUNT IV:

- 1. That Defendants, their officers, agents and servants and all persons acting in concert with them be temporarily restrained, preliminarily enjoined during the pendency of this action and permanently enjoined thereafter from infringing in any manner, as well as passing off as its own, IMAGE ONE's service marks, trade marks, and trade dress embodied in any and all of its original artwork;
- 2. That Defendants, their officers, agents and servants and all persons acting in concert with them be temporarily restrained, preliminarily enjoined during the pendency of this action and

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permanently enjoined thereafter from all false designation of the origin of trademarks, trade dresses and service marks contained in IMAGE ONE's work;

- 3. That Defendants be required to deliver to the Court for impoundment and destruction all materials that infringe IMAGE ONE's service marks, trademarks, and trade dress embodied in any and all of their original artwork;
- 4. For actual damages and disgorgement of profits, according to proof at trial, in the sum of \$374,250,000.00 pursuant to 17 U.S.C. § 1125 (a);
- 5. That all gains, profits and advantages derived by Defendants from their acts of infringement and other violations of law be deemed to be held in constructive trust for the benefit of IMAGE ONE, and that this Court order an accounting of all such gains, profits and advantages subject to said trust so as to order all such assets disgorged to the Plaintiff;
 - 6. For attorney's fees under 15 U.S.C. 1117;
 - 7. For costs of suit incurred herein; and
 - 8. For such other and further relief as the Court deems just and proper.

ON COUNT V:

- 1. That Defendants, their directors and officers, agents, servants, employees, and all other persons in active concert of privity or in participation with them, be enjoined in the same manner as sought for Counts 1 through IV, inclusive, in this Prayer for Relief;
- 2. That judgment be entered for IMAGE ONE and against Defendants, and each of them, in the amount of all profits that Defendants obtained as a result of the unfair competition here in issue, in the sum of \$374,250,000.00 or according to proof;
- 3. That all gains, profits and advantages derived by Defendants from their acts of infringement and other violations of law be deemed to be held in constructive trust for the benefit of IMAGE ONE, and that this Court order an accounting of all such gains, profits and advantages subject to said trust so as to order all such assets disgorged to the Plaintiff;
- 4. That IMAGE ONE have judgment against Defendants for IMAGE ONE's costs of court incurred herein; and

5. That the Court grant such other, further, and different relief as the Court deems proper under the circumstances.

ON COUNT VI:

- 1. For an order of this Court declaring that all of the Defendants, and each of them, were parties to a civil conspiracy in furtherance of the actions alleged herein and that each of the Defendants are thus jointly and severally liable to the Plaintiff for all damages awarded against any of the Defendants under the various Counts of this Complaint, in the amount of \$374,250,000.00 or according to proof;
- 2. That all gains, profits and advantages derived by each of the Defendants from their own and any other Defendant's acts of infringement and other violations of law be deemed to be held in constructive trust for the benefit of IMAGE ONE, and that this Court order an accounting of all such gains, profits and advantages subject to said trust so as to order all such assets disgorged to the Plaintiff;
 - 3. For attorney fees and costs of court incurred herein.

Dated: January 13, 2009

MILTNER LAW GROUP, APC

By:

William L. Miltner, Esq. Walter E. Menck, Esq.

Teresa L. Polk, Esq.

Attorneys for Plaintiff LISA

McCONNELL, INC., d.b.a IMAGE ONE

[PLAINTIFFS DEMAND JURY TRIAL PER F.R.C.P. 38]

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SJS 44 (Rev. 12/07)

The JS 44 civil cover sheet and the information contained herein neither replace nor supplement the filing and service of pleadings or other papers as required by law, except as provided by local rules of court. This form, approved by the Judicial Conference of the United States in September 1974, is required for the use of the Clerk of Court for the purpose of initiating

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I. (a) PLAINTIFFS			DEFENDANTS			
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(b) County of Residence	of First Listed Plaintiff San Diego Count	ý, CA County	of Residence of First Listed-Del	fendant Dallas Cou	inty, Texas	
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UNITED STATES DISTRICT COURT

SOUTHERN DISTRICT OF CALIFORNIA SAN DIEGO DIVISION

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USAO #.: 09CV0061 CIVIL FILING

Judge..: IRMA E GONZALEZ

Amount.:

\$350.00 CK

Check#.: 13124

Total-> \$350.00

FROM: LISA MCCONNELL DBA IMAGE ONE

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